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Automotive News

Detroit, March 2, 1981

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U.S.-Japan pact on auto exports is expected soon

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — Japan and the United States will likely reach a negotiated agreement on auto exports to the U. S. sometime within the next two months, much as the two countries did previously on steel, color television sets and textiles.

That is the feeling at least of Japanese Minister for External Economic Affairs Saburo Okita after a round of meetings here with high Reagan Administration officials on the subject of U. S.-Japan trade issues.

Meeting with reporters, Okita said that given the importance of U. S.-Japan relations and the importance of the auto industries to both countries, it was his feeling that "an agreement will be reached before Prime Minister Zenko Suzuki comes to the U. S. in May."

Okita said the nature of the agreement had not been formalized, but he alluded to previous agreements reached between the two countries on taxtile, color television and steel imports.

He said, however, that it would certainly not be announced before Transportation Secretary Drew Lewis concludes his task force report on the auto industry, scheduled for mid-March.

Okita said he had tried to impress on the Reagan Administration the importance of exports to Japan but also that it was not Japan's intention to "disturb the industries of its trading partners to a unwarranted extent."

"As a trading nation, we value ou relations with our trading partners and I therefore expect that the auto issue will be satisfactorily resolved just as previous issues have," he said.

"It is in everyone's interest to avoid import quotas because it will be very difficult to keep them from spreading," he said.

Japanese imports rose by approximately 300,000 units from 1979 to 1980 but their share of the market increased from 15 percent to 22 percent largely because U. S.-made car sales fell by nearly two million last year.

On Capitol Hill, meanwhile, Senator John Danforth, Missouri Republican, has agreed to an Administration request to postpone hearings on his and Senator Lloyd Bentsen's measure to restrict Japanese imports to 1.6 million units pending the completion of the Reagan Administration's Auto Task Force.

And Special Trade Representative William Brock told the Joint Economic Committee that the Reagan Administration is not protectionist and that it favors looking at the whole auto picture.

Brock stopped short of endorsing the Danforth - Bentsen bill to impose quotas of 1.6 million Japanese imports for three years, saying he would rather the U. S. negotiate with the Japanese to resolve the import problem.

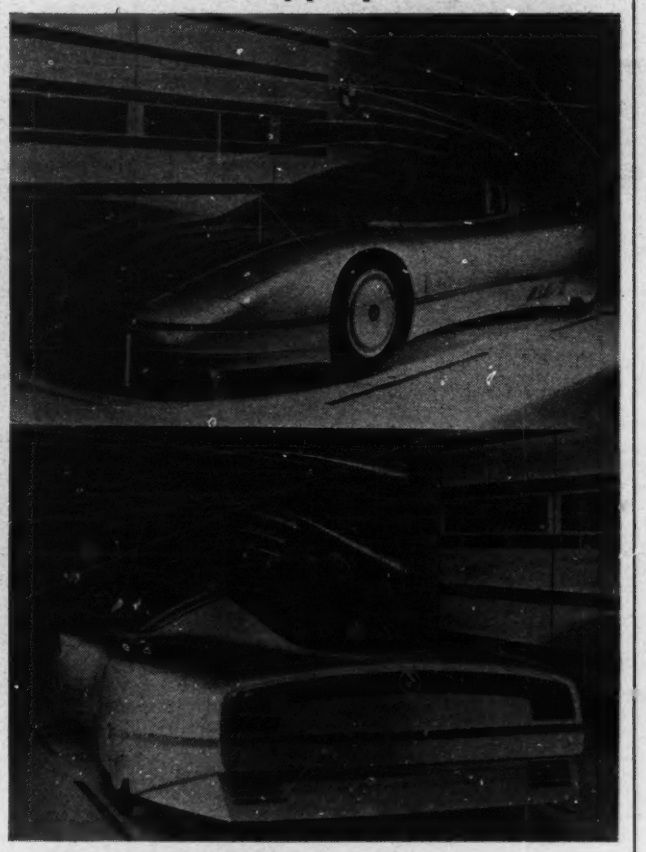
The domestic industry would have problems now even if there were no imports at all, he told the committee, but at the same time "we have a right to expect understanding and restraint from our trading partners."

The auto industry has strategic and national security importance and the American people "would not, should not and will not" allow the auto industry to be demolished, he said.

In Toyko, meanwhile, Japan's foreign trade administrator, Rokusuke Tanaka, said he plans to invite Brock to come to Japan to discuss the auto trade situation after the Auto Task Force issues its report in mid-March.

Tanaka told reporters he wants to see what Japan can do to help the ailing U. S. auto industry.

Slippery



BMW's vision of the future

An aerodynamic research vehicle undergoes testing in BMW's newly commissioned wind tunnel complex near Munich. This mockup vehicle has a drag factor of 0.19. BMW revealed details of its new facilities (built at a cost of $215 million) and technical studies (electronics, weight reduction, cylinder cutouts and advanced automatic transmissions) at an engineering conference last month.

Average drops to 276 sales per dealer; Chevy leads

By Jenny L. King
Staff Writer

Even though the domestic dealer population dropped alarmingly throughout 1980, the hefty 21-percent decline in sales brought the average sales per dealer down to 276, the annual AUTOMOTIVE NEWS analysis disclosed. The average per outlet was 333 in 1979 and 337 in 1978.

The industry's alltime high was reached in 1973 with an average of 380 sales per dealer.

General Motors dealers sold an average 367 units per outlet in 1980, down from 426 in 1979. Its record of 464 was established in 1978.

Ford Motor Co. recorded 237 sales per dealer, down sharply from 322 the preceding year. In 1978, its dealers averaged 389 sales per outlet.

Chrysler Corp. dealers sold an average of 163 new cars per outlet in 1980, down from 202 in 1979.

American Motors, whose dealer network and sales remained relatively stable in 1980, slipped to 88 sales per outlet, down from 97 in 1979.

Imperial joined the ranks of U. S. new-car makes in the fourth quarter of 1980, bringing the total to 13. Volkswagen of America sales per dealer are included in the AUTOMOTIVE NEWS tally of import sales per outlet.

• None of the 13 U. S. makes matched or broke sales-per-dealer records last year. None had increases over 1979 averages. In fact, any "records" would be at the bottom end of the scale, with several makes having averages similar to those in the 1960s.

For example, Ford's 204 was its lowest sales-per-dealer figure since the 199 recorded in 1961; Plymouth, at 97, resembled

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NADA leaders meet with Secretary Lewis

Survival petition carried to top

By Jake Kelderman
Washington Staff Writer

WASHINGTON. — If you are going to have a recovery in the auto industry you had better have auto dealers around to lead the way, NADA told the Reagan Administration last week.

The way to do that, NADA said, is to get interest rates down to reasonable levels.

At a luncheon meeting with Transportation Secretary Drew Lewis, who is also heading up the Reagan Administration Auto Task Force, NADA President Wendell Miller, First Vice President George W. Lyles and Executive Director Frank McCarthy said "excessively high interest rates are dwarfing all the other problems of the auto industry."

They are the leading cause of dealer attrition (1,600 this year); driving inventory carrying costs to excessive levels; creating a tremendous psychological barrier to buying; substantially increasing monthly payments, and reducing credit availability by driving up financial institutions' rejection rates, they said.

High interest rates are wiping us out, they told Lewis, and if that continues it means real trouble for all the auto industry.

"Even if everything is right within our industry — product, productivity, quality and price —nothing will happen until a car or truck dealer unplugs the pipeline at the retail end," they said. "A viable dealer distribution and servicing network must be the cutting edge to restore vitality to our industry and our economy."

To that end, the NADA asked Lewis to consider the following recommendations as his Task Force develops its plan to aid, if not rescue, the auto industry:

A temporary tax credit of $500 to the purchaser of a new automobile. Such a tax credit would provide an immediate stimulus to retail sales of new automobiles, increase vehicle production and serve as the first step toward recovery of the industry, they said.

Accelerated recovery of capital cost expenditures: Specifically, accelerated depreciation for the costs of machinery and equipment as well as certain commercial and industrial buildings over a period of three, five or 10 years, so long as existing

Continued on Page 41, Col. 4

breaking news

Ford to cut T-Bird, XR-7 output at Ohio plant

LORAIN, O. — Ford Motor Co. will cut production of Thunderbird and XR-7 here to 40 units an hour from 57 March 30. The slowdown will mean the layoff of about 1,000 more hourly workers. The cutback will bring to 2,000 the number laid off at Ford passenger-car facilities here where good-times employment has been 4,000. The latest force reduction does not affect the Ohio truck plant, the sole source of Econoline vehicles.

Revitalized Panther eyes U. S.

BYFLEET, England. — Panther Car Co., Ltd., back in production at an annual rate of 250 cars, is now evaluating the U. S. market. The company said production for the U. S. market is expected to resume later this year, probably on a direct export basis. Current UK delivered prices are Lima, $20,000; J-72, $52,000, and V-12 DeVille limousine, $127,000. Panther's U. S. potential is extremely limited.

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A blunt warning from GM's McDonald at SAE banquet

Improve it or lose it, industry told

By Roger Rowand
Engineering Editor

DETROIT. — The U. S. auto industry has to improve its quality and cost-competitiveness —"or go off-shore, or go down the drain," said F. James McDonald, president of General Motors.

He told a banquet meeting in connection with the Society of Automotive Engineers Show it is essential labor understands what is at stake.

"I know that labor's leaders are too sharp not to understand the choices," he said.

The GM official did not discuss the wage and benefits situation that exists in the industry. However, he did say local plant agreements have built into them "some cumbersome and bad practices that affect both cost and quality."

"We don't have to spend one second on who is to blame for these problems," McDonald said. "Management or aggressive unions — it doesn't matter. The problems are there and they must be fixed."

He beckoned to labor's leadership.

"Recognizing the political environment in which a labor leader must operate, it would seem this will be a grand opportunity for someone to say: 'Our union will lead in the quality and productivity efforts. We'll work diligently with management in these areas. And, we'll still reserve our rights to tough bargaining because we are all in this together," McDonald said.

"Management will have to be ready to support such a pronouncement. And, speaking for GM, I say we are ready."

• McDonald had some criticism of some members of the GM dealer body for failing in the area of customer satisfaction.

"Sure, I understand the manufacturers' responsibility—to furnish a high-quality product so the dealers will have a half a chance to do their job. We at GM are committed to that.

"But, a dealer can't shirk dealer responsibility just because we haven't yet accomplished all we have to do," he said.

"Comeback — that is, customers taking their cars back to the dealer more than once for the same problem — is the highest single reason for customer dissatisfaction. We can help the dealer technician find and fix the problem the first time, through better diagnostics. That's an engineering responsibility — we must and will improve diagnostic capability of our vehicles," he said.

"About 18 months ago, we started sending questionnaires to owners of GM products who had owned the vehicle for over one year. The survey has many questions regarding dealer performance. Would you believe we get back about 51 percent — amazing.

"Now we have a computer file of the customer satisfaction performance of 2,000 of our largest dealers. We intend to expand the survey to include many, many more dealers.

"We'll help those who need help in this area, and we intend to do what we must about those who don't perform," the GM president said.

• He told his audience, composed largely of engineers, that engineering plays an important role in the move towards improved quality and productivity.

"You in the engineering profession of our industry have a major responsibility for getting the industry where it needs to be in these two important areas.

"We simply have to put quality into the product right from the beginning; design it in and build it in. That's true whether you're producing cars, carburetors or cotter pins," he said.

McDonald said labor unions are among groups shaken by events that have taken place

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Convertible from Contec

Contec, Lake Geneva, Wis., offers convertible packages on the Ford Mustang, GM F-bodies (like this Pontiac Trans Am), GM A-bodies, Chrysler K-cars and the Honda Prelude. A typical conversion includes a styled vinyl reinforced top in standard (black, white or tan) or special colors, re-engineered body subframe, reinforced windshield header, custom-designed top mechanism and custom top boot.

Service Index shows gain over year ago

By Francis J. Gawronski
Service Editor

Service and parts business in new-car dealerships across the country opened 1981 on a good note, with January's volume amounting to 101.8 percent of the business recorded in the same month a year ago.

According to the Automotive News Service Index, January was the second consecutive month to show a gain over the year-earlier parts and service volume. It also marked the third time in the last 15 months that parts and service volume recorded back-to-back monthly gains.

Three of the five indicators used in the Service Index showed relatively good advances in January, with gross profit on all labor, parts and P&A sales—the most important barometer from a dealer's standpoint—leading the advances. It was up 10.6 percent above that of a year ago.

Sales of all parts and accessories, those used in the shop plus wholesale and counter sales, were up 8.6 percent, while shop parts sales—those used in both customer-paid and warranty work—were up 3.8 percent.

Indicators registering declines were led by repair orders written which dropped 14.2 percent from the year-ago volume. The other indicator on the downside was total labor sales (customer-paid and warranty), down 3 percent.

Service Index figures are compiled from monthly reports on service and parts business from new-car dealers in all sections of the nation.

SERVICE INDEX
101.8*

	Jan., '81 vs. Jan., '80
Gross Profit on All Labor and P&A Sales	+10.6%
Repair Orders Written	−14.2%
Total Labor Sales (Customer & Warranty)	− 3.0%
Shop Parts Sales (Customer & Warranty)	+ 3.8%
Sales of all P&A	+ 8.6%

*—Survey by Automotive News shows that dealers' service and parts business in January, 1981, was 101.8 percent of business in January, 1980.

Recchia resigns at Fiat; Ferrari to succeed him

MONTVALE, N. J. — Richard Recchia, president of Fiat Motors of North America, announced last week that he was resigning his position to pursue other interests.

According to a company spokesman, the duties of president will be assumed by Claudio Ferrari, chairman of the board of Fiat North America. Ferrari formerly had been president for two years.

No permanent decision has been made on a replacement for Recchia, the spokesman said.

Recchia held the position of president for nearly two years. Prior to that he had been executive vice president of the company in charge of operations since 1978. He came to Fiat from Chrysler Corp.

Ferrari held the post of president from 1977 to 1979, when he assumed his current position. He has been with Fiat since 1957, when he joined the parent company in Turin, Italy.

The change is to take effect April 1.

President reviews

Ford Motor Co. President Donald E. Petersen inspects a development prototype of the U. S. Army's 40mm Division Air Defense Gun System (DIVAD) during a visit to Ford Aerospace & Communications Corp., a Ford subsidiary.

Holdouts compromise; Chrysler to get cash

By Richard A. Wright
Assistant Managing Editor

DETROIT. — A "breakthrough" compromise agreement was reached early last week between Chrysler Corp. and a group of holdout bankers, a Chrysler spokesman said.

As a result, Chrysler's pockets were scheduled to be filled with cash — briefly, at least — and the corporation once more pulled back from the financial abyss.

The breakthrough came last Monday during intense negotiations between Chrysler and uneasy lenders. The Federal Loan Guarantee Board approved the agreement later in the day.

Last Friday, the board was scheduled to give final approval for the $400 million in loan guarantees. Once this was done, underwriters in New York would give Chrysler a check and put the notes on the market.

Under the compromise agreement with the banks, led by Citibank and Irving Trust Co., Chrysler will make an early payment of $68 million to its roughly 150 lenders within 30 days of the Loan Board's final approval.

The banks had demanded such payment because of Chrysler Corp.'s tight financial position. The arrangement also calls for a "Christmas Club" account into which Chrysler will deposit cash out of operations during March. If Chrysler fails to make a deposit, it would be in default.

Treasury Secretary Donald Regan and Federal Reserve Chairman Paul Volcker had blocked an earlier plan under which Chrysler would make an early payment out of its new rescue funds. The two, both members of the Loan Guarantee Board, said the funds should be used for purposes critical to Chrysler's survival and that repayments should come from operating funds.

The compromise agreement last week broke a logjam which had developed after some lenders objected to an earlier agreement which was a condition for the Loan Guarantee Board to issue any more guarantees.

Under this original agreement, the banks would exchange half of their $1.1 billion in outstanding loans for Chrysler preferred stock and allow the corporation to pay off the other half at the rate of about 30 cents on the dollar.

Chrysler was to make the payments in four quarterly installments, beginning 90 days after guarantee approval. But about 30 of the banks did not like the idea of waiting three months for the first payment. The latest agreement appeared to satisfy the banks' objections and still meet the Loan Guarantee Board's conditions.

Escort, Lynx cited

CHICAGO.—Ford's Escort and Lynx received the Car & Driver Reader's Choice award.

Most completely equipped new car in firm's history

Chevy Cavalier to come loaded

DETROIT. — When the Chevrolet Cavalier — that division's version of the General Motors J-car—bows in May, it will be merchandised as "the most completely equipped new car in Chevrolet history."

The Cavalier boasts an impressive list of standard features, although not all are standard on all four models—coupe, hatchback, sedan and wagon.

Ordering information received by dealers lists the following as standard equipment: Power brakes, AM radio, quartz digital clock, full floor console, rally wheel trim, rear-window defogger, side-window defogger ducts, trip odometer, remote trunk/hatch tailgate release, reclining front bucket seats, deluxe interior trim, body side moldings, bright side-window moldings, locking fuel-filler door, ashtray light, passenger assist handles, glove-compartment lock, color-keyed carpets and seat belts, bumper rub strips, fold-down rear seat and special instrumentation.

An early decision to make white-stripe tires standard has been reversed; blackwalls will be standard.

The high-line Cavalier CL model will offer such additional standard features as halogen headlights, AM/FM radio, tinted glass, gauge package, sport wheel covers, intermittent windshield wipers, rear-window wiper/washer, rocker-panel moldings, dual sport mirrors, leather-wrapped steering wheel, rear stabilizer bar, auxiliary lighting package and custom interior.

Worst year since going public

Ford reports '80 loss surpassed $1.5 billion

By Edward Lapham
Financial Editor

Ford Motor Co. followed in the footsteps of General Motors and reported its worst year since the company went public in 1956.

Ford said it lost $316 million ($2.63 a share) in the fourth quarter of 1980 on sales of $10.2 billion. In the comparable 1979 period Ford reported a net loss of $41 million (35 cents a share) on sales of $10.0 billion.

The October-December period capped a year in which Ford reported a net loss of $1.545 billion ($12.83 a share) on sales of $37.1 billion. The preceding year Ford had net earnings of $1.169 billion ($9.75 a share) on sales of $43.5 billion.

A statement by Ford Chairman Philip Caldwell and President Donald E. Petersen said the "profit deterioration" reflected a "lower level of industry sales in the United States and in Europe and a lower share of the U. S. car market, offset in part by cost-reduction programs."

The auto maker said its fourth-quarter after-tax losses from U. S. operations totalled $241 million compared with $569 million in the preceding three-month period and $273 million in the October-December, 1979, period.

Ford, which had been using its overseas operations to offset North American losses the last several years, said its after-tax losses from operations outside the U. S. were $75 million in the final 1980 quarter compared with after-tax earnings of $232 million in the comparable 1979 period.

"What Ford now needs most is what America needs most: A strong and confident economy," the statement said.

• Caldwell and Petersen said Ford's worldwide capital expenditures for facilities and tools totaled $2.8 billion in 1980 and are projected at $3.3 billion in 1981.

Ford's working capital decreased $1.8 billion during the year to a Dec. 31 total of $487 million. The year earlier the total was $2.3 billion.

The company listed depreciation at $1.057 billion for the year compared with $895.9 million the preceding year. Ford said amortization of special tools totaled $912.1 million during a year compared with $708.5 million in 1979.

Ford's current ratio (current assets to current liabilities) dropped to 1.04 to one at Dec. 31 compared to 1.25 to one a year earlier.

The company said its North American car and truck factory sales total for 1980 was 2,422,208, off 33.2 percent from 3,624,074 in 1979.

Total car and truck factory sales outside the U. S. and Canada declined 12.8 percent to 1,906,242 from 2,186,230 the preceding year.

Worldwide tractor factory sales fell 26.9 percent to 97,701 from 133,628.

Total worldwide vehicle factory sales were off 25.5 percent to 4,426,151 in 1980 from 5,943,932 in 1979.

Customer retention more than a phrase

GOLDEN BEACH, Fla.—W. M. Wickam recently purchased his 33rd Cadillac from Massey Motor Co., Kinston, N. C.

Wickam purchased his first Fleetwood Brougham from Dealer Eward W. Massey in 1941.

Porsche-Audi dealer council officers

Officers for 1981-82 of the Porsche-Audi 13-member National Dealer Advisory Council met recently with Porsche-Audi staff. Seated are, from left: James R. Fuller, vice president in charge of Porsche-Audi Division; James Traynor, Traynor Porsche-Audi, Fairfield, Conn., council chairman, and Arthur Ross, manager, dealer and industry relations, Volkswagen of America. Standing are Pete Smith, left, Bob Smith Porsche-Audi, Inc., Hollywood, Calif., vice chairman of the council, and Doug Sylvester, University Porsche-Audi, Seattle, council secretary.

Mid-February domestic sales plunge 22 pct. from last year

By Jenny L. King
Staff Writer

Mid-February domestic new-car sales plummeted 22.87 percent, making it five consecutive periods—every period this year—that sales have trailed 1980.

Feb. 11-20 sales numbered 168,787, down from 218,840 a year ago and the lowest for the period since 162,963 in 1967.

There were nine selling days this year, yielding a 18,754 daily selling rate. The year-ago rate of 24,316 was also based on nine days.

Year-to-date sales through Feb. 20 stood at 774,173, down 18.80 percent from 953,426 for the corresponding 1980 period. Two years ago, the year-to-date total was 1,074,550, a difference of 27.95 percent compared with 1981.

Only Chrysler Corp. and Volkswagen of America reported sales increases for mid-February. Chrysler sales were up 4.48 percent, to 19,294 from 18,467 last year. VWoA reported sales of 5,472 U. S.-built Rabbit sedans, up 1.31 percent over 5,401.

General Motors plunged 27.39 percent, to 99,853 from 137,517 last year. Ford Motor Co. sales dropped 23.77 percent, to 40,368 from 52,955, while American Motors estimated sales were 3,800, down 15.56 percent from 4,500.

GM's share of the mid-February market slipped to 59.16 percent from 62.84 percent in 1980. Ford earned 23.92 percent, down from 24.20 percent. Chrysler sales accounted for 11.43 percent, up three percentage points from 8.44 percent. VWoA cornered 3.24 percent, up from 2.46 percent, and AMC went to 2.25 percent from 2.06 percent.

VW, Plymouth, Dodge and Lincoln found themselves on the plus side on the sales sheet for mid-February. Plymouth sales zoomed 26.79 percent, to 8,979 from 7,082 last year. Dodge was up 4.39 percent, to 7,885 from 7,554, and Lincoln inched up 0.60 percent, to 1,663 from 1,653. VW was up 1.31 percent, to 5,472 from 5,401.

Chrysler and Chevrolet each reported 38-percent sales decreases for the period, the largest declines among the U. S. makes. Ford sales were down 26.38 percent, Mercury was down 19.04 percent, Cadillac was down 10.70 percent, Buick was down 16.77 percent, Oldsmobile was down 15.20 percent and Pontiac was down 22.52 percent.

Chevrolet Chevette was the best-selling nameplate in mid-February. Its 12,680 figure was followed by Ford Escort at 10,698, Chevrolet Citation at 8,059, Oldsmobile Cutlass Supreme at 6,800 and Buick Regal at 5,775. The top five a year ago were Chevette, standard Chevrolet, Citation, Ford Fairmont and Chevrolet Malibu.

DOMESTIC SALES

	Feb. 11-20, 1981	Feb. 11-20, 1980
AMERICAN MOTORS ..	3,800†	4,500
Chrysler	2,354	3,831
Imperial	76	—
Plymouth	8,979	7,082
Dodge	7,885	7,554
CHRYSLER CORP.	19,294	18,467
Ford	28,353	38,515
Mercury	10,352	12,787
Lincoln	1,663	1,653
FORD MOTOR	40,368	52,955
Buick	19,048	22,885
Cadillac	6,045	6,769
Chevrolet	39,719	64,888
Oldsmobile	20,199	23,820
Pontiac	14,842	19,155
GENERAL MOTORS	99,853	137,517
VOLKSWAGEN	5,472	5,401
INDUSTRY TOTAL	168,787	218,840

†—Estimate.

AMC changes its fiscal year; loses $29 million in quarter

By Edward Lapham
Financial Editor

American Motors marked its conversion to a January-December fiscal year by reporting a fourth-quarter net loss of $29 million (89 cents a share) on sales of $658 million.

The preceding year, when the comparable three-month period was the first quarter of fiscal 1980 under the old October-September system, the company had net earnings of $12.8 million (37 cents a share) on sales of $789 million.

For the entire January-December period of 1980, AMC had a net loss of $197.5 million ($6.00 a share) on sales of $2.6 billion compared with year-earlier net earnings of $76.0 million ($2.24 a share) on sales of $3.2 billion.

AMC Chairman Gerald C. Meyers said the company's financial performance "is to be viewed against the background of a most difficult period in the history of the U. S. auto industry."

Like other industry executives, Meyers blamed "interest rates, recession, fuel costs and Japanese imports" for much of the industry's 1980 difficulties.

Meyers said there were bright spots in the year.

"For example," he said, "Sales and earnings of our international operations continued to be strong for the fourth year in a row.

"And AM General Corp.—our major subsidiary — had pre-tax earnings of $19.1 million for the 1980 calendar year, a 16 percent increase over the $16.5 million it earned in 1979."

AMC said its combined worldwide automobile and Jeep factory sales in 1980 declined 22 percent to 327,808 from 418,214 in 1979.

Automobile factory sales rose 1.0 percent to 228,937 in 1980 from 227,032 in 1979. Included are wholesale sales of imported Renault cars, up 87 percent to 37,792 from 20,178 in 1979. Jeep factory sales declined 48 percent to 98,871 from 191,172.

In the October-December period, AMC said its worldwide factory sales total for all vehicles fell 24.6 percent to 77,994 from 103,372. Total automobile sales fell 19.6 percent to 52,859 from 65,772 the year earlier. Renault wholesale sales rose 36 percent to 9,138 from 6,718. Jeep factory sales were off 33.2 percent to 25,135 from 37,600.

Deputy named to NHTSA post

WASHINGTON. — Diane K. Steed, the chief of the Regulatory Policy Division in the Office of Management and Budget, has been appointed Deputy Administrator of NHTSA.

The 35-year-old Steed has been in government service since 1967. She joined OMB in 1973 and has been responsible for the management-by-objectives programs for the Department of Transportation and the General Services Administration and the drafting of legislation to deregulate the airlines, railroads and trucking industries.

Most recently, she designed a system for improving the management of the regulatory process and reducing the burden of government regulations and paperwork.

Flint workers refusing to pay U.S. income tax

FLINT.—About 3,500 workers here, most employed by General Motors, say they aren't going to pay any more federal income taxes.

The group of protesters, called We the People - American Citizens Tribunal and The Michigan Citizens Tax Caucus, are against the present tax system. They call it unconstitutional and unrepresentative.

Workers have been claiming up to 99 deductions on their W-4 form or filing W-4E forms for low-income seasonal workers who don't make enough to pay income taxes. In both cases, no taxes are deducted.

The Internal Revenue Service has numerous methods of retaliation including wage garnishments and criminal prosecution of individuals and organizations. However, organizers of the groups say there is safety in numbers and the IRS couldn't handle such a large number of cases and would not prosecute.

A UAW spokesman said the union has made no formal comment on the move to stop paying taxes but said if workers ask for advice "we tell them to be careful. Fraudulent and willing avoidance of tax paying can put you in jail and make your lawyer very rich."

Other UAW officials are warning members not to be conned by groups or organizations selling literature on stopping tax payments, some fear it is a scam set up to swindle the auto workers.

According to one observer, the significant thing is that the auto workers are frustrated by inflation, high taxes and severe layoffs and are grasping at anything to find a way out.

Reagan selects Denver attorney to head EPA

WASHINGTON. — A conservative attorney from Denver, Anne M. Gorsuch, has been nominated by President Reagan to be the new administrator of EPA.

Gorsuch, 38, and with limited experience in the environmental field, was reportedly recommended for the job by James Watt, the controversial new Secretary of the Interior and also a Colorado native.

She served in the Colorado Legislature from 1976 through 1980 and served on the Reagan transition team in the area of intergovernmental relations.

In an interview with the Washington Post, she said, "EPA is the one spot where I think the most can be done to effect real change in the way we conduct business, without making any sacrifice to the objectives of the agency: Clean air and water."

Meanwhile, John Hernandez, the former dean of the College of Engineering at New Mexico State University and himself a candidate for the head of EPA, was named deputy administrator of the agency.

Hernandez, who is also the co-director of the New Mexico Environmental Institute, lost out to Gorsuch on the Reagan Administration's ideological purity Rorschach test.

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Automotive News

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12 MONTHS, 1980 VS. 1979★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Dec., '80	.....	.....	.....	.....	.....	.....	.....	129	129
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	229	229
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**1,550**	**1,550**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2,227	2,227
BROCKWAY	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2	2
CHEVROLET	**Dec., '80**	**29,168**	**25,804**	**421**	.....	**75**	**1,843**	**1,084**	**197**	**58,592**
	Dec., '79	35,534	43,908	16	.....	173	2,798	34	360	82,823
	Year to Date '80	**365,766**	**339,139**	**1,922**	.....	**1,378**	**13,567**	**13,041**	**2,975**	**737,788**
	Year to Date '79	445,549	591,506	4,948	.....	1,786	34,892	1,139	5,050	1,084,870
(Memo Units)#	**Dec., '80**	**10,994**	**6,731**	.....	.....	.....	.....	.....	.....	**17,725**
	Dec., '79	16,222	12,507	.....	.....	.....	.....	.....	.....	28,729
	Year to Date '80	**164,720**	**97,545**	.....	.....	.....	.....	.....	.....	**262,265**
	Year to Date '79	205,206	172,926	.....	.....	.....	.....	.....	.....	378,132
DIAMOND REO	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	**4**	**4**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**95**	**95**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
DODGE	**Dec., '80**	**7,591**	**8,489**	**1,274**	**2**	.....	.....	.....	.....	**17,356**
	Dec., '79	7,231	11,930	345	11	.....	.....	.....	.....	19,517
	Year to Date '80	**101,513**	**121,176**	**5,618**	**193**	.....	.....	.....	.....	**228,500**
	Year to Date '79	106,712	207,453	32,869	4,936	.....	.....	.....	.....	351,970
(Memo Units)#	**Dec., '80**	**5,071**	**5,630**	**1,209**	.....	.....	.....	.....	.....	**11,910**
	Dec., '79	4,165	6,096	121	.....	.....	.....	.....	.....	10,382
	Year to Date '80	**67,817**	**76,567**	**3,173**	.....	.....	.....	.....	.....	**147,557**
	Year to Date '79	60,026	112,332	26,340	.....	.....	.....	.....	.....	198,698
FORD	**Dec., '80**	**18,415**	**38,903**	**8**	.....	.....	**1,300**	**2,249**	**784**	**61,659**
	Dec., '79	24,870	55,996	91	.....	.....	4,711	1,548	1,852	89,068
	Year to Date '80	**247,118**	**470,054**	**517**	.....	.....	**20,244**	**32,514**	**13,685**	**784,132**
	Year to Date '79	296,309	734,342	456	.....	.....	53,843	15,228	22,478	1,122,656
(Memo Units)#	**Dec., '80**	**6,564**	**12,395**	.....	.....	.....	.....	.....	.....	**18,959**
	Dec., '79	9,709	16,135	.....	.....	.....	.....	.....	.....	25,844
	Year to Date '80	**99,625**	**153,254**	.....	.....	.....	.....	.....	.....	**252,879**
	Year to Date '79	111,758	220,692	.....	.....	.....	.....	.....	.....	332,450
FREIGHTLINER	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	**634**	**634**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	1,499	1,499
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**10,465**	**10,465**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	13,636	13,636
VOLVO	**Dec., '80**	.....	.....	.....	.....	.....	.....	**66**	**74**	**140**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	**2**	**714**	**292**	**1,008**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
GMC	**Dec., '80**	**4,619**	**6,177**	.....	.....	**81**	**610**	**881**	**877**	**13,245**
	Dec., '79	5,432	12,684	11	.....	80	1,714	111	1,585	21,617
	Year to Date '80	**53,017**	**88,721**	**6**	.....	**886**	**9,564**	**13,393**	**15,665**	**181,252**
	Year to Date '79	68,532	167,198	1,020	.....	1,041	24,983	1,973	18,393	283,140
(Memo Units)#	**Dec., '80**	**690**	**1,362**	.....	.....	.....	.....	.....	.....	**2,052**
	Dec., '79	1,063	3,271	.....	.....	.....	.....	.....	.....	4,334
	Year to Date '80	**9,136**	**23,845**	.....	.....	.....	.....	.....	.....	**32,981**
	Year to Date '79	13,871	47,114	.....	.....	.....	.....	.....	.....	60,985
INTERNATIONAL	**Dec., '80**	.....	**1,054**	.....	.....	.....	**2,107**	**1,900**	**1,959**	**7,020**
	Dec., '79	.....	2,030	.....	.....	.....	1,755	2,003	2,567	8,355
	Year to Date '80	.....	**17,724**	.....	.....	.....	**16,580**	**18,494**	**21,686**	**74,484**
	Year to Date '79	.....	23,464	.....	.....	.....	27,221	27,309	38,585	116,579
(Memo Units)#	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**Dec., '80**	**3,898**	**3,143**	.....	.....	.....	.....	.....	.....	**7,041**
	Dec., '79	7,330	5,460	.....	.....	.....	.....	.....	.....	12,790
	Year to Date '80	**49,710**	**32,213**	.....	.....	.....	.....	.....	.....	**81,823**
	Year to Date '79	83,401	61,813	.....	.....	.....	.....	.....	.....	145,214
(Memo Units)#	**Dec., '80**	**3,898**	**2,348**	.....	.....	.....	.....	.....	.....	**6,246**
	Dec., '79	7,330	2,273	.....	.....	.....	.....	.....	.....	9,603
	Year to Date '80	**49,710**	**23,358**	.....	.....	.....	.....	.....	.....	**73,068**
	Year to Date '79	83,401	26,781	.....	.....	.....	.....	.....	.....	110,182
KENWORTH	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	**795**	**795**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	1,333	1,333
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**11,163**	**11,163**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	14,893	14,893
MACK	**Dec., '80**	.....	.....	.....	.....	.....	**99**	.....	**2,064**	**2,163**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	2,330	2,330
	Year to Date '80	.....	.....	.....	.....	.....	**688**	.....	**21,055**	**21,743**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	29,264	29,264
PETERBILT	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	**552**	**552**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	728	728
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**7,008**	**7,008**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	8,693	8,693
PLYMOUTH	**Dec., '80**	**1,217**	**515**	.....	.....	.....	.....	.....	.....	**1,732**
	Dec., '79	1,208	349	.....	.....	.....	.....	.....	.....	1,557
	Year to Date '80	**19,619**	**8,710**	.....	.....	.....	.....	.....	.....	**28,329**
	Year to Date '79	14,428	5,250	.....	.....	.....	.....	.....	.....	19,678
WESTERN STAR	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	**100**	**100**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	99	99
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**1,140**	**1,140**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	1,133	1,133
WHITE	**Dec., '80**	.....	.....	.....	.....	.....	.....	.....	**366**	**366**
	Dec., '79	.....	.....	.....	.....	.....	.....	.....	792	792
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**4,974**	**4,974**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	9,145	9,145
MISCELLANEOUS*	**Dec., '80**	**18,808**	**147**	.....	**2**	**298**	**150**	**140**	**19,545**
	Dec., '79	21,822	1	.....	1	2	285	188	199	22,496
	Year to Date '80	**294,199**	**330**	**13**	**10**	**25**	**3,145**	**1,563**	**1,938**	**301,223**
	Year to Date '79	258,003	14	43	6	31	2,687	1,666	2,360	264,810
TOTALS	**Dec., '80**	**83,716**	**84,232**	**1,703**	**2**	**158**	**6,257**	**6,330**	**8,675**	**191,073**
	Dec., '79	103,427	132,358	463	12	255	11,263	3,884	13,573	265,235*
	Year to Date '80	**1,130,942**	**1,078,067**	**8,676**	**203**	**2,289**	**63,790**	**79,719**	**113,691**	**2,476,777**
	Year to Date '79	1,272,934	1,791,040	39,336	4,942	2,858	143,626	47,215	165,859	3,467,910*

★—No Oklahoma registrations, 1980 and 1979.
NOTE: 1980 figures include window vans, 1979 totals do not.
*—1979 totals do not include Hawaii registrations for December.
#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford, Econoline, Ranchero and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5, CJ-6 and Commando. *—Miscellaneous includes imports, Divco, Hendrickson, Oshkosh, etc.
—Compiled from R. L. Polk & Co. data.

factories list auction dates

American Motors

March 3—Ohio Auto Auction, Grove City, O.

March 4—Minneapolis Auto Auction, 1125 A Nathan Lane N., Minneapolis; Sand Mountain Auto Auction, U.S. 431, Boaz, Ala.; Southern Auto Sales, S. Main St., Warehouse Point, Conn.; Dallas Auto Auction, 4226 E. Main, Dallas.

March 6—Concord Auto Auction, Hosmer St., Acton, Mass.

March 10—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.

March 11—Kansas City Automobile Auction, 1100 Elmwood Ave., Kansas City, Mo.; South Seattle Auto Auction, 19443 76th Ave. S., Kent, Wash.

March 12—Fredericksburg Auto Auction, U.S. 1 Alt., Fredericksburg, Va.; Todd Auto Auction, Rte. 309, Telford, Pa.

March 13—Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

March 17—Ohio Auto Auction, Grove City, O.

March 18—Minneapolis Auto Auction, 1125 A Nathan Lane N., Minneapolis; Sand Mountain Auto Auction, U.S. 431, Boaz, Ala.; Southern Auto Sales, S. Main St., Warehouse Point, Conn.; Dallas Auto Auction, 4226 E. Main, Dallas.

March 20—Concord Auto Auction, Hosmer St., Acton, Mass.

March 24—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.

March 25—Kansas City Automobile Auction, 1100 Elmwood Ave., Kansas City, Mo.; South Seattle Auto Auction, 19443 76th Ave. S., Kent, Wash.

March 26—Fredericksburg Auto Auction, U.S. 1 Alt., Fredericksburg, Va.; Todd Auto Auction, Rte. 309, Telford, Pa.

March 27—Floyd Hauhe Auto Auction, 12000 St. Charles Rock Rd., Bridgeton, Mo.

AMC sales are open to all dealers.

Ford Motor Co.

March 4—Columbus Fair Auto Auction, 4700 Groveport Rd., Obetz, O.; Clanton's Auto Auction, Highway 34 W., Darlington, S. C.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

March 5—Big H Auto Auction, 701 N. Shepherd Dr., Houston; Minneapolis Northstar Auto Auction, 7701 State Hwy. 101, Shakopee, Minn.

March 10—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.

March 11—Salt Lake Auto Auction, 460 Orange St., Salt Lake City; Lakeland Auto Auction, I-4 at Hwy. 33, Lakeland, Fla.

March 12—Skyline Auto Exchange, 100 Rte. 46, Fairfield, N. J.; 166 Auto Auction, 2944 W. Sunshine, Springfield, Mo.

March 17—Arena Auto Auction, 10355 S. Woodlawn Ave., Chicago.

March 18—Concord Auto Auction, Hosmer St., Acton, Mass.; Dallas Auto Auction, 4226 E. Main, Dallas; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.

March 19—Nashville Auto Auction, 1406 Lebanon Rd., Nashville, Tenn.

March 24—Harrisonburg Auto Auction, I-81, Exit 52, Harrisonburg, Va.

March 25—Northway Exchange, Rte. 146, Clifton Park, N. Y.; Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Central States Auto Auction, 824 S. Taft, Mason City, Ia.

March 31—South Seattle Auto Auction, 19443 76th Ave. S., Kent, Wash.

Used car sales
Auction Averages

February	$4,076
Month ago	$3,981
Year ago	$3,207

Model breakdown
Auction Averages

	February	January	December
1981	$7,138	$7,757	
1980	5,704	5,667	$5,576
1979	4,773	4,726	4,706
1978	3,705	3,585	3,610
1977	2,997	3,125	3,034
1976	2,265	2,092	1,991
1975	1,663	1,541	1,826
1974	1,205	1,280	1,146
Overall Average	$4,076	$3,981	$3,589

4th Ralph Lane Polk heads data-gathering firm

DETROIT.—Ralph L. Polk Jr., 40, has been elected president and chief executive of R. L. Polk & Co. He is the fourth Ralph Lane Polk to serve as president of the company founded in 1870 by his great-grandfather, Ralph Lane Polk.

The new president has been with the firm since 1961, most recently as vice president and chief financial officer. As president, he succeeds Walter J. Gardner, 68, who was elected vice chairman. Gardner had been president since 1933.

SEPAC offers finance plan for California dealers

WESTLAKE VILLAGE, Calif.—SEPAC Acceptance and Lease Services, Inc., has introduced a simple interest, through-the-dealer financing program for buyers of new and used cars and trucks.

The program of non-recourse, simple interest financing is the first of its kind offered in California, according to Robert Monteith, president of SEPAC.

"This plan combines two important functions of automobile financing programs—simple interest and no dealer liability for the loan—to produce a new kind of conditional sale financing package for the California market," Monteith said. "Dealers will have this financing available, giving their customers a convenient and easy-to-understand auto loan at the dealership."

Monteith said SEPAC's non-recourse, simple interest plan was developed as an alternative to traditional auto financing, with the intent to provide a constant source of funds for auto loans when money markets change.

SEPAC Acceptance and Leasing Services is a subsidiary of Security Pacific National Bank, Los Angeles. SEPAC provides automobile dealers with lease and financing services.

used-car auction directory

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AUTOMOTIVE NEWS CLASSIFIED ADS
PRODUCE EXCELLENT RESULTS

A blunt warning from GM's McDonald at SAE banquet

Improve it or lose it, industry told

Continued from Page 2

since the successful Iranian revolt of 1979.

"Thoses events have had a drastic effect on the domestic automobile markets. They have made permanent changes in the mix of our market and America's competitors have found themselves in an advantageous position," he said.

• McDonald's references to the worldwide nature of today's automotive trade was precisely appropriate in light of the international aura that blanketed the SAE Show.

Foreign firms were represented in record numbers in both technical sessions and in commercial exhibits.

Of the 284 exhibits, 104, or 36 percent, were from foreign companies, groups of companies and nations.

An hour before the exhibit area opened on the first morning, a crowd of those waiting to get in started to build. Almost all of those eager early birds were from Japan. One security worker said, "They're the first in every day and there's a lot of them."

Conspicuous by its absence was Mexico, one of the strongest and fastest-growing of supplying and consuming countries. That nation participates in some shows, its consul in Detroit said, but was not invited to take part in the Cobo Hall event.

• Foreign visitors were highly visible in Detroit all week, at the airport, in hotel lobbies and night spots. Cameras were part of the uniform of the day, of course, for the Japanese.

Also conspicuous for not being in the show were robots. In other years, the humanoid machines have been crowd pullers. In this year's show robots were represented in a model of an advanced assembly line technique called Robogate. Otherwise, however, they were absent.

A representative of one of the major makers of robots said other trade expositions appealing more directly to robot buyers are being used these days.

In most instances, foreign firms' exhibits were clustered in national groupings.

The French, for example, grouped the displays of nine firms. Their wares ranged from brake pistons, radiators and oil coolers to plastic and real wood steering wheels.

Nine firms from the Seoul, Korea, area were in one corner of the vast exhibition floor. Their goods are being moved in the U. S. aftermarket but they'd like a share of original equipment sales. Korean products shown included batteries, castings, clutches, mufflers and spring and wire goods.

The Japan Auto Parts Industries Assn. (JAPIA) display covered a sizeable area as well as a wide variety of products. They included instruments, pumps and switches as well as the to-be-expected electronics and lighting items.

There seemed to be more cars than usual at this year's show, many of them exercises of various sorts in improving economy. A number of universities had exhibits in one corner of the hall where they were showing various high-mileage car concepts, including ultra-lightweight vehicles and cars with radical streamlining.

One student-built car, featuring both extensive use of aluminum and a great deal of streamlining, was the Viking IV at the Aluminum Assn. exhibit.

Built by students at Western Washington University's Vehicle Research Institute, the Viking IV averaged 87.5 MPG in a 4,050-mile cross-country trip.

It weighs 1,305 pounds, including 500 pounds of aluminum. Powered by a Mazda rotary engine, it is said to have a top speed of 166.9 MPH.

Jim Hall's Chaparral which Johnny Rutherford drove to victory in the 1980 Indianapolis 500 race was featured at the GKN Group exhibit. It is perhaps symbolic of the international flavor of the show—and of the auto industry—that this most American of cars had constant velocity joints, engine bearings, connecting rods and crankshaft supplied by the British GKN.

• Two vehicles were displayed by the U. S. Department of Energy to draw attention to electric vehicles, which have been hot items at previous SAE shows but not in a great deal of evidence this year.

The cars were the EVcort, a Ford Escort station wagon converted to electric power by Electric Vehicle Associates, Cleveland, and a battery-powered van powered by zinc-chloride batteries outfitted by Gulf & Western's Energy Development Associates.

The EVcort is a production vehicle with a 60-mile range at an average 40 MPH. It has a top speed of more than 70. It is rechargeable by plugging it into a household 110 or 220-volt outlet.

The Gulf & Western system is unusual in that the chlorine reactant is stored separately from the electrodes in the form of solid chlorine hydrate. During charge, a centrifugal pump circulates aqueous zinc chloride electrolyte between the sump and the stack. Zinc metal is electro-deposited on the negative electrode plates as a uniform solid, while chlorine gas is liberated at the counter electrodes.

Chlorine is drawn from the stack to the store by a gas pump. Electrolyte from the sump and the store is circulated through a chiller into the pump, where it is mixed with gas to form solid chlorine hydrate. The hydrate is filtered out within the store and the cycle continues until the system is fully charged.

Discharge is controlled by transferring the warm electrolyte in the sump to the store to decompose the hydrate into a mixture of electrolyte and gas. The mixture is circulated to the stack where the plated zinc and chlorine recombine electrochemically to form zinc-chloride and permit current to be withdrawn from the system.

The system is said to provide a range of more than 200 miles between charges and expected cell life of 100,000 miles.

The first item seen by the visitor, if he looked up when approaching the entrance to the show, was the duPont Solar Challenger, the first solar-powered aircraft to fly a long distance carrying a pilot (Janice Brown, an 89-pound school teacher from Bakersfield, Calif., who appeared at the show).

The plane, made of largely transparent duPont plastics, was designed by Dr. Paul MacReady, who also designed the Gossamer Albatross, pedal-powered aircraft which was flown across the English Channel and was displayed last year by duPont at the SAE show.

SAE changes name but stays the same

DETROIT.—The SAE after April 1 won't be known as the Society of Automotive Engineers any longer. The new name is simply SAE and the logo has been modernized.

Leaders of the 76-year-old, 40,000-member group said membership increasingly is made up of engineers engaged in non-passenger-car activities and the word "automotive" carries a car connotation.

Technologies of various self-propelled land, sea, air and space vehicles are overlapping frequently these days, they said.

Ray appointed

RALEIGH, N. C.—Dan C. Ray, executive director of the National Independent Automobile Dealers Assn., has been appointed to the Small Business Administration's Regulatory Flexibility Task Force.

Chevrolet leads domestic makes with 303

U.S. sales per dealer drop to 276

Continued from Page 1

the 96 per dealer of 1962; AMC, at 88, was at its lowest in 20 years, and Dodge, at 108, had its poorest average per outlet since 96 in 1962.

Chevrolet led the domestics last year with 303 sales per dealer, followed by Oldsmobile at 251. They also ranked 1-2 in 1979.

Buick leapfrogged over Pontiac and Ford to land in third place with an average of 239 sales per dealer. Chrysler squeezed past Lincoln to the No. 11 spot. Otherwise, the make sales per outlet lineup remained unchanged from 1979.

Oldsmobile Cutlass Supreme won honors as the highest selling nameplate per dealer; its average was 79. Standard Cadillac relinquished its first place, after two years on top, narrowly missing it with a 78 average. In 1979, standard Cadillac had a 126 average, while Cutlass Supreme had 121.

Third place was taken by Buick Regal, at 66, and three nameplates tied for the fourth slot: Chevrolet Citation, Chevrolet Chevette and Oldsmobile Cutlass, each at 65 sales per outlet in 1980.

Third, fourth and fifth places in 1979 belonged to Buick Regal, at 81, standard Chevrolet, at 76, and Oldsmobile 88, at 68.

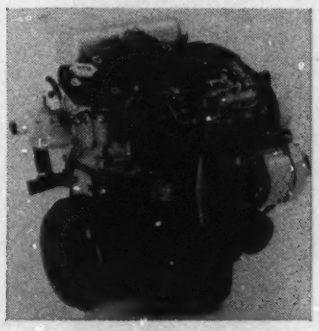
• In market class categories, Chevette topped the U. S. subcompacts with 65 sales per outlet. Plymouth Horizon and Dodge Omni held on to second and third place, respectively.

Pontiac Sunbird edged past AMC Spirit into fourth place, yielding sixth place to Pinto.

Top-average compact nameplate was Chevrolet Citation, at 65, moving up from fourth place in 1979. Buick Skylark improved its lot considerably, going to second place from eighth. Ford Fairmont slipped to third from first and Ford Mustang was pushed back to fourth from third.

Cutlass Supreme and Regal again were first and second among the intermediates. Oldsmobile Cutlass climbed to third place from ninth and Buick Century grabbed fourth, moving up from the No. 11 spot.

Oldsmobile 88 and standard Chevrolet shared first place atop the standard-size market class, each with 45 sales per dealer. Cadillac continued its leadership of the luxury nameplates, although its average plunged to 78 per outlet from 126 in 1979. Eldorado was second, again, while Lincoln dropped to fifth from third place.



Diesel for 127

Fiat has begun production of a diesel 127. The engine is based on the Brazilian-made 64-cubic-inch gasoline engine enlarged to 79 CID. With a single overhead cam, aluminum cylinder head and indirect injection by distributor-type pump, its maximum output is about 40 HP at 4,500 RPM. It will be the world's smallest car-diesel produced in big numbers.

SALES PER OUTLET

U. S. MAKES

Sales per U.S. new-car franchise:

Position 1980		Position 1979
1—303	Chevrolet	364— 1
2—251	Oldsmobile	286— 2
3—239	Buick	234— 5
4—204	Ford	269— 3
5—195	Pontiac	241— 4
6—133	Cadillac	193— 6
7—117	Mercury	172— 7
8—108	Dodge	133— 8
9— 97	Plymouth	110— 9
10— 88	American Motors	97—10
11— 50	Chrysler	76—12
12— 45	Lincoln	80—11
13— 6	Imperial	—

SALES PER NAMEPLATE

PER U. S. OUTLET

U. S. new-car sales by market class:

Subcompact

Position 1980		Position 1979
1—65	Chevette	64— 1
2—51	Horizon	50— 2
3—44	Omni	45— 3
4—42	Sunbird	28— 6
5—30	Spirit	33— 5
6—27	Pinto	34— 4
7—26	Monza	24— 7
8—12	Escort	*
9—10	Bobcat	15— 8
10— 7	Lynx	*
11— 2	Skyhawk	6— 9
11— 2	Starfire	5—10

*—New nameplate in 1980.

Compact

1—65	Citation	52— 4
2—58	Skylark	37— 8
3—54	Fairmont	62— 1
4—43	Mustang	55— 3
5—39	Concord	51— 5
6—31	Zephyr	34—10
6—31	Phoenix	25—12
8—28	Volare	56— 2
9—26	Firebird	46- 6
9—26	Omega	15—15
11—22	Aspen	43— 7
11—22	Capri	30—11
13—20	Camaro	35— 9
14—19	Eagle	8—16
15—13	Reliant	*
16—11	Aries	*
17— 1	Pacer	5—17

*—New nameplate in 1980.

Intermediate

1—79	Cutlass Supreme	121— 1
2—66	Regal	81— 2
3—65	Cutlass	34— 9
4—49	Century	21—11
5—46	Malibu	58— 3
6—37	Grand Prix	55— 4
7—29	Monte Carlo	55— 4
8—27	LeMans	36— 8
9—24	Thunderbird	39— 7
10—23	LeBaron	30—10
11—19	XR-7	41— 6
12—17	Granada	**
13—16	Cordoba	19—12
14—14	Diplomat	16—13
15—11	Mirada	9—14
15—11	Monarch	**
17— 1	LTD II	5—15

**—Granada and Monarch were classified as compacts in 1979. The 1979 averages were Granada, 25; Monarch, 19.

Standard

1—45	Oldsmobile 88	68— 2
1—45	Chevrolet	76— 1
3—33	Pontiac	53— 3
4—29	LeSabre	43— 5
5—27	Ford	45— 4
6—23	Oldsmobile 98	27— 8
7—21	Electra	29— 7
8—19	Mercury	32— 6
9—10	Chrysler	27— 8
10— 6	St. Regis	10—10
11— 5	Gran Fury	*

*—Not offered in 1979.

Luxury

1—78	Cadillac	126— 1
2—32	Eldorado	38— 2
3—24	Mark VI	35— 4
4—21	Seville	27— 5
5—20	Lincoln	37— 3
6—15	Riviera	16— 6
7—12	Toronado	14— 7
8— 6	Corvette	6— 9
9— 6	Imperial	*
10— 3	Versailles	8— 8

*—New nameplate in 1980.

SALES PER OUTLET BY MAKE

Sales per U. S. new-car franchise

	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971
Chevrolet	303	364	394	381	350	302	332	408	352	355
Oldsmobile	251	286	302	294	272	192	158	241	208	200
Buick	239	234	256	245	244	171	141	224	198	206
Ford	204	269	326	335	308	276	318	380	345	337
Pontiac	195	241	277	249	233	155	151	244	204	204
Cadillac	133	193	215	207	190	166	138	178	150	154
Mercury	117	172	195	172	143	119	117	145	133	119
Dodge	108	133	158	162	166	117	149	186	168	167
Plymouth	97	110	133	143	174	127	176	216	187	185
AMC	88	97	105	112	140	177	176	205	141	114
Chrysler	50	76	89	96	86	70	36	51	52	48
Lincoln	45	80	115	112	76	62	56	76	60	45
Imperial*	6	—	—	—	—	—	—	—	—	—

*—Imperial was not marketed as a separate domestic make before 1980; it was a Chrysler nameplate from 1971 to 1975.

But total is well below year-ago period

Auto output edges ahead for week

By Patricia Hoffman
Staff Writer

Although U. S. auto production continues to trail the 1980 figures, last week's output was slightly above the previous week's total.

Auto production last week was slated at 132,947 units, a decrease of 12.23 percent from the 151,474 units completed in the comparable week last year, but an increase of 1.48 percent from the 131,003 units built in the previous week.

The auto makers built an estimated 481,151 units in February, down 22.93 percent from the 624,346 units completed the same month last year.

The year-to-date output for the auto makers is 913,435 units, down 20.96 percent from the 1,155,681 cars assembled through March 1, 1980.

Breakdown for last week by companies is: General Motors, 59.44 percent of the total output; Ford Motor, 22.44 percent; Chrysler Corp., 13.14 percent; American Motors, 1.79 percent; Volkswagen of America, 3.13 percent, and Checker Motors, 0.06 percent.

General Motors was forced to halt production at its Willow Run point last Monday (Feb. 23) and worked only the afternoon shift Tuesday due to a fire in the painting facility.

The fire, which broke out Friday afternoon (Feb. 20), resulted in a production loss of 1,700 units. The plant builds X-cars at the rate of 70 an hour.

Saturday overtime was slated last week at GM's Flint and Willow Run points. Willow Run worked two shifts Saturday to make up production lost due because of the fire.

GM will increase production beginning March 9 at its Linden and Lansing points.

Assembly at the Linden plant will be increased from two shifts with an output of 46 cars an hour to two shifts and 56 cars an hour.

Production at Lansing will be increased on the Cutlass and Cutlass Supreme lines, going from one shift at 55 an hour to one shift at 60 an hour.

Upp heads dealer group

LOS ANGELES.—James Upp, retired Ford Motor Co. executive, has been named executive secretary-manager of the Orange County Motor Car Dealers Assn. in southern California.

breaking news

Continued from Page 1

New sporty Datsun rumored

TOKYO. — Nissan Motor Co. reportedly is working on a new sports car, presumably a small, front-drive two-seater resembling the Honda Prelude. It is said to be quite different from the current Z-car. Nissan also is said to be developing a front-drive minicar, similar to those already in the works at Toyota, Honda and Toyo Kogyo.

DeLorean Motor Co. to go public

DUNMURRY, Ireland. — DeLorean Motor Co. plans to make a public stock offering "within 90 days," Chairman John Z. DeLorean told AUTOMOTIVE NEWS late last week. "We are negotiating with an investment banker right now," he said. This prospectus will not be limited to new-car dealers, DeLorean said.

VW do Brasil to export more

BELO HORIZONTE, Brazil. — Volkswagen do Brasil has earmarked $250 million for plant improvements this year. It will shortly have to sign an agreement with the federal government which will commit the Volkswagen subsidiary to raise its car exports from 80,000 in 1980 to 125,000 in 1981 and bring its total exports to a value of $5 billion a year by 1988. VW do Brasil now sends components and CKD kits to West Germany, the U. S., Argentina, Algeria and Nigeria.

Truck production rises for week but trails 1980

U. S. truck production last week was down from the comparable 1980 week's total, but the planned output was higher than that of the previous week.

Truck production last week was slated at 35,332 units, down 27.86 percent from the 48,978 trucks completed in the comparable week last year, but up 8.05 percent from the 32,701 units assembled in the previous week.

February output for the truck makers is estimated at 131,393 units, a drop of 25.55 percent from the 176,489 trucks completed in the same month last year.

Ford Motor Co., halted production of vans at its Oakville plant in Canada on Feb. 27, making Ford Lorain the only source of vans in the U. S. and Canada. The rate of 49 vans per hour at the Lorain point will not be changed.

General Motors has scheduled downtime at its Flint truck point for the third week in a row. Operations will resume March 9.

Canadian output continues its up-down cycle

With downtime slated at General Motors' Oshawa car plant, Canadian auto production last week fell below the previous week's output and the comparable 1980 week. Two weeks ago, Oshawa worked and Canadian output rose.

Planned production last week was 14,121 units, down 3.85 percent from the 14,687 units completed the previous week and down 26.73 percent from the 19,273 cars assembled in the comparable week last year.

The estimate for February is 51,598 cars, down 27.62 percent from the 71,293 units completed in February, 1980.

So far this year, the auto makers have completed 98,021 units, a decrease of 28.62 percent from the 137,329 units built in the comparable period last year.

Canadian truck production last week, although down from the previous week's output, fared slightly better from the comparable 1980 week's total.

Truck production last week was slated at 12,475 units, down 1.77 percent from the 12,700 trucks built in the previous week, but an increase of 1.22 percent from the 12,324 units completed in the week ended March 1, 1980.

The February total for the truck makers is estimated at 44,768 units, virtually the same as the 44,849 trucks completed in February, 1980.

The year-to-date output is 88,388 trucks, down 2.06 percent from the 90,254 units built in the comparable period last year.

Downtime was scheduled last week at General Motors' Oshawa car plant. Operations are slated to resume today (March 2).

Chrysler Corp.'s Windsor car plant will close today for two weeks.

Ford Motor's Oakville point shut down today for one week for retooling. Ford plans to end production of vans at its Oakville plant, which has been assembling 20 vans hourly. Oakville will then become the only source of Ford LTDs, and the Lorain point in the U. S. will become the sole source of van production in the U. S. and Canada.

U. S. CAR PRODUCTION

	Week Ended Feb. 28, 1981	Same Week, Mar. 1, 1980	Week Ended Feb. 21, 1981	Feb. Est.	Jan. 1, to Mar. 1, 1980	Jan. 1, to Feb. 28, 1981
AMERICAN MOTORS	2,375*	4,760*	2,375*	5,700*	36,526*	15,165*
Eagle	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
AMX	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	17,470	16,010	17,460	63,981	105,846	105,706
Plymouth Total	8,470	7,070	8,682	32,083	48,043	52,287
Horizon	3,100	3,100	3,153	11,228	27,475	18,453
Volare	.....	3,100	.....	.....	15,301	.....
Gran Fury	750	800	786	2,324	4,561	2,813
Caravelle	70	70	89	203	706	427
Reliant	4,550	.....	4,654	18,328	.....	30,594
Chrysler Total	1,900	2,150	1,627	5,061	13,635	8,360
Chrysler	700	150	525	1,699	3,071	2,501
LeBaron	1,200	2,000	1,102	3,362	10,564	5,859
Dodge Total	7,100	6,790	7,151	26,837	44,168	45,059
Omni	1,800	2,900	1,727	7,293	35,036	13,620
St. Regis	200	600	411	971	3,162	1,280
Diplomat	800	940	968	2,390	4,521	4,012
Aspen	.....	2,350	.....	.....	11,449	.....
Aries	4,300	.....	4,045	16,183	.....	26,147
FORD MOTOR	29,827	30,420	28,155	97,342	198,445	165,040
Ford Division	21,228	21,873	19,629	67,492	142,407	105,121
Pinto	.....	.....	.....	.....	8,392	.....
Must./Must. II	4,087	5,701	5,730	10,968	36,613	16,387
Fairmont	4,196	6,459	1,015	10,500	38,836	24,380
Granada	396	.....	3,020	4,079	12,560	9,245
Thunderbird	2,719	6,033	.....	2,719	29,012	5,744
Ford	1,673	3,680	1,734	6,803	16,994	13,577
Escort	8,157	.....	8,130	32,403	.....	35,788
L-M Division	8,599	8,547	8,526	29,850	56,038	59,919
Mercury Total	8,599	6,211	7,175	26,081	48,661	52,094
Bobcat	.....	.....	.....	.....	2,044	.....
Capri	1,329	1,984	1,272	3,049	12,018	4,776
Zephyr	1,111	2,181	323	2,962	12,054	7,316
Cougar/Monarch	105	.....	1,413	1,852	4,017	4,064
XR-7	1,853	2,046	.....	1,853	9,238	3,498
Mercury	1,288	.....	1,321	4,977	9,290	10,685
Lynx	2,913	.....	2,846	11,388	.....	21,755
Lincoln Total	.....	2,336	1,351	3,769	7,377	7,825
Lincoln	.....	942	780	1,945	2,657	3,692
Versailles	.....	.....	.....	.....	703	.....
Mark VI	.....	1,394	571	1,824	4,017	4,133
GENERAL MOTORS	79,029	95,375	78,923	297,518	787,271	597,831
Buick Division	18,629	18,266	20,621	75,144	146,685	144,407
Skylark	5,449	4,166	5,913	22,317	40,674	41,712
Century	4,066	3,750	3,622	15,158	27,317	28,116
Regal	3,842	5,170	5,604	19,227	35,657	37,163
Buick	3,990	3,990	3,951	14,191	32,255	27,609
Riviera	1,280	1,190	1,531	5,251	10,782	9,807
Cadillac Division	6,314	3,005	6,681	24,700	52,786	50,077
Seville	635	1,105	751	2,595	9,904	5,366
Cadillac	4,459	360	4,494	17,093	30,883	33,989
Eldorado	1,220	1,540	1,436	5,012	11,999	10,722
Chevrolet Division	28,209	41,862	25,929	104,304	331,740	208,426
Chevette	9,030	9,597	8,585	26,545	80,783	42,165
Monza ('80)	.....	3,060	.....	.....	25,852	.....
Camaro	3,158	3,270	2,976	11,635	23,782	18,954
Citation	6,554	9,975	6,906	26,233	81,749	52,196
Malibu	3,612	6,373	4,298	15,456	44,170	36,011
Monte Carlo	255	2,765	2,370	7,073	25,159	19,581
Chevrolet	4,800	6,120	.....	14,361	41,823	33,354
Corvette	800	800	794	3,001	8,442	6,166
Oldsmobile Division	18,650	16,796	17,956	69,679	140,301	144,941
Omega	3,300	2,346	2,660	1,178	20,994	23,449
Cutlass	8,840	6,670	8,497	32,124	58,410	76,648
Oldsmobile	5,530	6,690	5,821	21,929	51,589	43,360
Toronado	980	1,090	978	3,845	9,328	7,484
Pontiac Division	7,227	15,346	7,736	23,691	115,759	49,980
Acadian†	250	325	593	1,102	2,840	1,796
Sunbird ('80)	.....	3,340	.....	.....	27,965	.....
Phoenix	2,635	2,761	2,725	10,664	23,102	18,812
Firebird	922	2,490	1,004	3,979	17,583	8,407
LeMans	935	1,635	861	2,291	11,138	6,655
Grand Prix	2,345	2,075	2,393	4,738	14,421	11,718
Pontiac	140	2,720	160	917	18,710	2,592
VOLKSWAGEN	4,160	4,809	4,004	16,438	26,998	29,351
CHECKER	86*	100*	86	172	595	342
Total Cars, U. S.	132,947	151,474	131,003	481,151	1,155,681	913,435

CANADIAN CAR PRODUCTION

	Week Ended Feb. 28, 1981	Same Week, Mar. 1, 1980	Week Ended Feb. 21, 1981	Feb. Est.	Jan. 1, to Mar. 1, 1980	Jan. 1, to Feb. 28, 1981
AMERICAN MOTORS	600	.....	163	1,956	.....	4,328
CHRYSLER CORP.	1,800	.....	.....	3,532	10,757	3,532
FORD MOTOR	2,296	6,792	1,814	6,100	29,042	10,257
GENERAL MOTORS	9,200	12,256	12,574	39,220	95,595	78,228
VOLVO	225	225	136	788	1,935	1,676
Total Cars, Canada	14,121	19,273	14,687	51,598	137,329	98,021
N. American Cars	147,068	170,747	145,690	532,749	1,293,010	1,011,456
N. American Trucks	47,807	61,302	45,401	176,161	427,944	364,065
North American Cars and Trucks	194 975	232,049	191,091	708,910	1,720,954	1,375,521

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended Feb. 28, 1981	Same Week, Mar. 1, 1980	Week Ended Feb. 21, 1981	Feb. Est.	Jan. 1, to Mar. 1, 1980	Jan. 1, to Feb. 28, 1981
CHEVROLET	8,688	15,166	7,600	42,619	126,436	100,032
DODGE/PLYMOUTH	1,600	4,300	1,674	4,953	23,267	10,101
FORD	14,532	20,446	14,868	45,226	116,436	85,161
GMC	4,757	3,744	2,881	17,452	30,846	36,767
INTERNATIONAL	1,690	.....	1,645	4,953	.....	11,783
MACK	.....	620	.....	.....	5,162	.....
WHITE	.....	165	.....	.....	1,603	.....
JEEP	1,740*	2,620*	1,740*	6,960*	20,448*	15,576*
AMC CORP.	85*	430*	85*	340*	2,792*	680*
VOLKSWAGEN	1,200*	800*	1,200*	4,800*	6,960	8,500*
MISCELLANEOUS	1,040	687	1,008	4,090	3,740	7,077
Total Trucks, U. S.	35,332	48,978	32,701	131,393	337,690	275,677

CANADIAN TRUCK PRODUCTION

	Week Ended Feb. 28, 1981	Same Week, Mar. 1, 1980	Week Ended Feb. 21, 1981	Feb. Est.	Jan. 1, to Mar. 1, 1980	Jan. 1, to Feb. 28, 1981
CHRYSLER CORP.	1,600	.....	1,895	4,975	3,097	7,816
FORD MOTOR	4,200	4,904	4,246	13,159	31,824	27,825
GENERAL MOTORS	6,430	5,950	6,317	25,630	47,393	50,633
AMERICAN MOTORS	.....	880	.....	.....	4,935	.....
INTERNATIONAL	245	465	242	1,004	1,970	2,114
MACK	.....	60	.....	.....	510	.....
WHITE	.....	65	.....	.....	525	.....
Total Trucks, Canada	12,475	12,324	12,700	44,768	90,254	88,388
N. American Trucks	47,807	61,302	45,401	176,161	427,944	364,065

†—Now includes window van production. *—Estimated.
Jeep includes commercial vehicles only. All General includes government-destined vehicles.